

Message Text

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SUBJ: MARKETS FOR ADVANCED METALWORKING AND FINISHING
MACHINERY AND EQUIPMENT IN YUGOSLAVIA

REF : JOHNSON/WALLER LETTER OCTOBER 22, 1974

1. SUMMARY: METALWORKING MACHINERY IS IN HIGH DEMAND IN YUGOSLAVIA. IN 1973 , IMPORTS TOTALLED \$76 MILLION OF WHICH ONLY 3 PERCENT WAS US ORIGIN. US FIRMS HAVE SOLID OPPORTUNITIES FOR INCREMENTAL SALES TO THIS MARKET, WHICH IS DOMINATED BY WEST GERMANS. DOMESTIC INDUSTRY PRODUCES A WIDE VARIETY OF METALWORKING MACHINERY, INCLUDING RELATIVELY SOPHISTICATED EQUIPMENT SUCH AS AUTOMATIC MULTISPINDLE LATHES, NUMERICALLY-CONTROLLED MACHINES, ECCENTRIC PRESSES, AUTOMATIC MILLING MACHINES, ETC. YUGOSLAV EXPERTS HAVE HIGH REGARD FOR US TECHNOLOGY. A TECHNICAL SEMINAR IS VIRTUALLY ASSURED OF SUCCESS PROVIDED PAPERS ARE PRESENTED BY LARGE, WELL-KNOWN FIRMS AND CONCERN ADVANCED SOPHISTICATED EQUIPMENT THAT MIGHT HAVE PRACTICAL APPLICATIONS HERE. END SUMMARY

2. STATISTICAL ANALYSIS, SITC NOS. 71510 (00, 10, 20, 30, 41, 43, 44, 45, 51, 52, 60, 70, 80, 90), 71523 (20, 90), 71954 (10), 72992 (40)

IMPORTS

COUNTRY OF ORIGIN	1971	1972	1973
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(US\$ THOUSAND)

US	857	1,061	2,348	
WEST GERMANY		17,526	24,702	23,208
ITALY	5,006	8,552	6,230	
FRANCE	1,645	1,175	3,031	
TOTAL, OTHER COUNTRIES		32,186	40,412	41,116
TOTAL, ALL COUNTRIES		57,220	75,902	75,983

EXPORTS

NOTE: ALTHOUGH PRODUCTION FIGURES ARE NOT AVAILABLE, EXPORTS ARE ESTIMATED AT 25 PERCENT OF TOTAL PRODUCTION.

3. DOMESTIC PRODUCERS. YUGOSLAVIA HAS 18 MANUFACTURERS OF METALWORKING EQUIPMENT. A LIST OF THE FIVE LARGEST AND THEIR PRODUCTS FOLLOWS. AN INDUSTRY EXPERT SHOULD REVIEW LIST TO DETERMINE BEST TOPICS FOR SEMINAR.

A) "IVO LOLA RIBAR" FABRIKA MASINA, 11250, ZELEZNIK. ECCENTRIC PRESSES, HYDRAULIC SINGLE COLUMN PRESSES, HORIZONTAL BORING AND MILLING MACHINES, VERTICAL TURRET LATHES, MULTIPLE-SPINDLE DRILLING MACHINES, SPECIAL MACHINE TOOLS FOR TURNING, FINE BORING, MILLING AND SIMILAR OPERATIONS USED IN MOTOR CAR AND TRACTOR INDUSTRIES, TRANSFER LINES FOR MACHINING MOTOR CAR AND TRACTOR PARTS.

B) "JELSINGRAD" TVORNICA STROJEVA, I LJUEVAONICA CELIKA, 78000, BANJA LUKA. MAECHANICAL AND HYDRAULIC PLATE BENDING MACHINES AND OTHER SHEET METAL WORKING MACHINES. PRESS BRAKES. ECCENTRIC PRESSES

C) "POBEDA" INDUSTRIJA MASINA, 21000, NOVI SAD SEMI-AUTOMATIC COPYING LATHES WITH PROGRAMMED CONTROL. ECCENTRIC PRESSES. HYDRAULIC SAWS FOR METALS. VERTICAL AND HORIZONTAL BAND SAWS. ABRASIVE WHEELS FOR CUTTING METALS.

D) "POTISJE" FABRIKA LATNIH, MASINA I SUPCANIKA, 24430, ADA PRECISION UNIVERSAL LATHES FOR HIGH PRECISION WORK. SINGLE-SPINDLE AUTOMATIC LATHES UNDER LICENSE FROM MANURHIN. MULTI-SPINDLE AUTOMATIC LATHES UNDER LICENSE FROM GILDEMEISTER.

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E) "PRVOMAJSKA" TVORNICA, ALTNIH STROJEVA, 41000, ZAGREB UNIVERSAL LATHES. TURRENT LATHES WITH VERTICAL TOOL HOLDERS WHICH MECHANICAL AND PROGRAMME CONTROL. A FAMILY OF AUTOMATIC LATHES FOR MACHINING SHORT WORKPIECES. AUTOMATIC HYDRAULIC LATHES WITH TURRENT HEADS. A FAMILY OF VERTICAL MILLING MACHINES WITH TILTING HEADS. UNIVERSAL DIE MILLING MACHINES. TOOL SHARPENING GRINDERS. BAND SAWS. SPECIAL MACHINE TOOLS FOR TURNING, FINE BORING, MILLING AND

SIMILAR OPERATIONS USED IN MOTOR CAR AND TRACTOR INDUSTRIES.
TRANSFER LINES FOR MACHINING MOTOR CAR AND TRACTOR PARTS AND
SIMILAR. ACCESSORIES FOR MACHINE TOOLS.

4. SEMINAR TOPICS. LOCAL SOURCE EXPRESSED AN INTEREST IN
FOLLOWING POSSIBLE TOPICS FOR SEMINAR: COMPUTER CONTROLLED
(CC) CUTTING AND FORMING MACHINES, PLASMA ARC MACHINING (PAM),
LASER-BEAM MACHINERY (LBM), ELECTROCHEMICAL
(ECM) AND CHEMICAL (CHM) MACHINERY, ADVANCED NUMERICAL
CONTROL (NC) SYSTEMS FOR CUTTING AND FORMING.

5. TIME AND PLACE. CONTACTS SUGGESTED BEST TIME
FOR SEMINAR WOULD BE LAST WEEK OF MAY OR FIRST WEEK OF JUNE.
SUBSEQUENT TO THIS, YUGOSLAV INDUSTRY BEGINS TO GEAR DOWN FOR
SUMMER VACATIONS. CONTACTS, ALSO RECOMMEND LOCATION ON COAST
AT DUBROVNIK OR SPLIT, HOWEVER, EMBASSY ESTIMATES POTENTIAL
ATTENDANCE AT OVER 100 POSSIBLE NECESSITY TO
SCHEDULE TWO SESSIONS. BOTH SESSIONS COULD BE HELD ON
COAST OR ONE EACH IN ZAGREB AND BELGRADE.
MILLER

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